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Automotive News

September 24, 1990

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Congress asks makers: What can you do on CAFE?

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The House of Representatives wants the auto industry to stop stalling and spell out what gains in fuel economy can be achieved in five years.

California to slash emissions, Page 4

The blunt request was made last week after an emotional debate on the corporate average fuel economy standard, an issue that has gained steam because of the Persian Gulf crisis.

A bill sponsored by Sen. Richard Bryan, D-Nev., would boost CAFE from 27.5 mpg to more than 40 mpg by 2001. Automakers have insisted they can't achieve that level. But until now, the industry has refused to say what is reasonable.

Rep. Philip Sharp, D-Ind., chairman of the House Energy and Power subcommittee, told the industry he wants answers. And as witnesses at a congressional hearing, industry representatives will be under oath when they offer them, possibly within two weeks.

Sharp's request came as the House finally took up the CAFE issue. Rep. Barbara Boxer, D-Calif., introduced a bill that mirrors Bryan's.

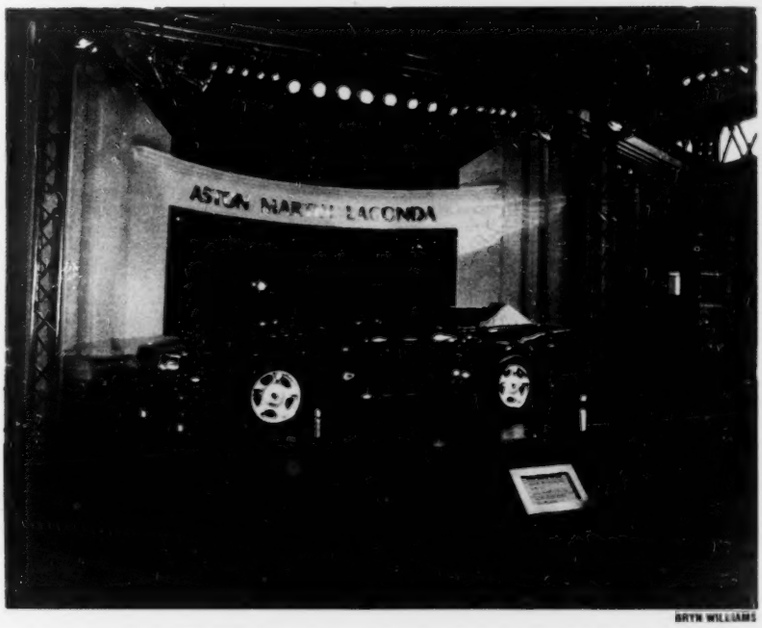
With the November election and recess approaching, the bill has little chance of making it to the floor through normal channels. But Boxer wants to bypass the usual path and rush the bill to a House vote. (A vote on the Senate bill is expected this week.) In the process, she would avoid the Energy and Commerce Committee, chaired by Rep. John Dingell, D-Mich., who has blocked CAFE bills before.

The auto industry is likely to say it can't boost CAFE much higher without shrinking cars significantly.

"We cannot employ front-wheel drive again, capture the benefits of fuel injection again, save 900 pounds of weight again and reduce engine displacement by 124 cubic inches again — while maintaining the size, safety and performance characteristics of the present new-car fleet," said Ronald R. Boltz, vice president of product strategy and regulatory affairs for Chrysler Corp.

Boltz testified last Wednesday. That same day in Detroit, Chrysler Motors Chairman Bennett Bidwell revealed that the company

see CAFE, page 50



BRYN WILLIAMS

Show stopper
Volante, a convertible version of Aston Martin Lagonda's Virage, is one highlight of the British International Motor Show in Birmingham, England, this week. Volante production begins next summer. The Virage debuts in the United States this fall.
See Page 6.

Lexus boss promises to run over Mercedes

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Lexus entered the luxury market a year ago wearing kid gloves and humbly suggesting it would sell to a lot of Toyota Camry owners moving up.

But now, Lexus has thrown off the gloves and sounded a warning to the Europeans.

"The fact is, we'll ultimately replace Mercedes-Benz because people have realized that they don't have to spend $75,000 for a four-door sedan," said J. Davis Illingworth, general manager of the luxury division of Toyota Motor Sales U.S.A. Inc.

> People have realized that they don't have to spend $75,000 for a four-door sedan.
> **J. Davis Illingworth**
> Lexus Division

Illingworth

Illingworth's boast comes as Lexus and Infiniti claim they are getting more trade-ins than they expected from owners of established luxury makes. Business from the Europeans, they say, has been much higher than expected.

Yet Mercedes isn't disappearing — in fact Mercedes sales have held steady since Lexus' launch in September 1989. BMW sales are off 15 percent, though, and combined sales for Audi, BMW, Mercedes, Jaguar, Saab, Volvo, Cadillac, Lincoln and Acura are down 2.5 percent.

The overall U.S. car market declined about 8.2 percent in the same period. But luxury sales, including 56,448 Lexus deliveries and 15,026 Infiniti sales, increased 5.0 percent.

"European brand loyalty is not nearly as strong as we thought it would be," said William Bruce, general manager of the Infiniti Division of Nissan Motor Corp. in U.S.A., which introduced its Q45 and M30 models last November.

Illingworth bluntly dismissed the idea that Japanese luxury cars have arrived without cutting too deeply into the Europeans' hide.

"I'd say the same thing if I were in their position," Illingworth said.

see LEXUS, page 48

Chrysler may ease metro-dealer curbs

Big-city dualing could receive OK

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

HIGHLAND PARK, Mich. — Chrysler Corp. may allow its big-city dealers to sell other brands in their showrooms. The change would affect up to 600 markets in the United States.

The company may rescind a policy that requires dealers in metropolitan markets to provide an exclusive dealership for each company franchise.

Jeep-Eagle whacks ad buy list, Page 49

In Chrysler parlance, Chrysler-Plymouth is considered a single franchise; so is Dodge car-Dodge truck, and so is Jeep-Eagle.

Chrysler Motors Chairman Bennett Bidwell said the policy review is part of Chrysler's overall effort to help dealers be profitable.

"In metropolitan markets, we are looking at our policy of exclusion," Bidwell said. "Where we may have to give some ground is in the area of stand-alone facilities for a dedicated brand. We are going to be talking about this. We want our dealers profitable."

If adopted, the new policy would mean that dealers could add new franchises to their existing locations without spending the enormous sums typically required to build or acquire a facility in a metropolitan market.

Bidwell declined to comment on

see BIDWELL, page 48

The 1991 Dodge Shadow America, priced at $7,699, is one key to Chrysler's goal to boost market share. The 1990 model carried a $8,985 sticker price.

Chrysler doubles order for '91 Mitsubishi cars

By Mary Connelly and Peter Brown
AUTOMOTIVE NEWS STAFF REPORTERS

Chrysler Corp., which has been advertising as the company that beats the imports, will double its own imports of Mitsubishi-built cars in the 1991 model year.

Chrysler Corp. will purchase an estimated 80,000 to 85,000 cars and 6,000 trucks from Mitsubishi Motors Corp. in the 1991 model year, according to James Holden, general manager of Chrysler-Plymouth Division.

In the 1990 model year, Chrysler will have bought an estimated 36,000 Mitsubishi cars and 6,000 trucks, said Thomas McAlear, Chrysler Corp. dealer marketing manager. The increase in imports follows a year in which Chrysler had reduced its orders from Mitsubishi. Chrysler's cutback gave the growing Mitsubishi Motor Sales of America Inc. enough new volume to gain a foothold in the daily fleet business.

Under Japan's voluntary export restraints, Mitsubishi is permitted to sell fewer than 195,000 imported cars — its own brand and those badged as Chryslers — in the U.S. market during each 12 months ending

see CHRYSLER, page 48

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ilg 3 prices
s are up 4.10 percent for 1991.
quipment changes, the increase
. Story on Page 2.

Big 3 '91 stickers up 2% after equipment adjustments

By John K. Teahen Jr.
SENIOR EDITOR

Automotive News estimates that 1991 car prices for the Big 3 have risen an average of 1.98 percent, or $328, over comparably equipped 1990 models.

Without adjusting for year-to-year equipment changes, the *Automotive News* estimate for the Big 3 is an increase of 4.10 percent, or $644. All figures are sales-weighted.

Obviously, the amount of the 1991 price increase depends upon which set of figures you prefer.

Which numbers are correct? Both are. Are the manufacturers trying to pull a fast one? Not at all.

1991 PRICE HIKE OVER 1990 CARS

Not adjusted for equipment changes

	Increase	Pct
Chrysler Corp.	$182	1.2
Ford Motor Co.	452	3.0
General Motors	878	5.5
Big 3 average	644	4.10
Adjusted for equipment changes		
Chrysler Corp.	135	0.9
Ford Motor Co.	312	1.9
General Motors	389	2.3
Big 3 average	328	1.98

All figures are sales-weighted

The increases announced by General Motors, Ford Motor Co. and Chrysler Corp. are for "comparably equipped" cars. Before the comparison is made, last year's prices are adjusted for equipment that has been made standard on the new models.

GM and Ford go even further. Their year-to-year comparisons are based on "average equipped" cars as well as "comparably equipped" cars. Average equipped means equipped the way most customers buy their cars, including option packages and the discounts on those packages. The contents and the discounts may change from year to year.

The makers announce only a percentage increase on those cars. The 1991 hikes are 0.9 percent for Chrysler, 1.9 percent for Ford and 2.3 percent for GM.

Automotive News computes the dollar increase represented by those percentage figures. On 1991 models, it is $135 for Chrysler, $312 for Ford and $389 for GM.

The non-adjusted increase for each company is strictly an *Automotive News* project. The makers do not divulge that information. For 1991, those hikes are:

- 1.2 percent, or $182, for Chrysler
- 3.0 percent, or $452 for Ford
- 5.5 percent, or $878, for GM.

GM's 1991 figures show the widest variance between adjusted and non-adjusted increases — $389 vs. $878. That is because GM added big-ticket items like air bags or anti-lock brakes as standard equipment on many 1991 models.

New-car shoppers can be forgiven for being a bit skeptical about Ford's announced 1.9 percent hike in view of a $1,132 bump (6.97 percent) on a Taurus LX sedan. And the prospects who hanker for Cadillac Coupe DeVilles may challenge GM's 2.3 percent boost when they find the DeVille has gone up $3,080 (11.35 percent).

Pricing cars is not a precise process. Perhaps Frederic G. Donner, former GM chairman, explained it best. In 1965, he told a U.S. Senate committee that pricing is "more an art than a science."

CAW, Ford of Canada settle after strike

By Kathy Jackson and Jim Robinson
AUTOMOTIVE NEWS

The Canadian Auto Workers ended their week-long strike against Ford of Canada Friday afternoon when the two sides agreed to a tentative three-year contract that provides income and job security for the 12,800 auto workers.

The contract calls for wage increases of 3 percent the first year and 2 percent the next two years. Cost of living payments will amount to about $2.38 each year.

CAW President Bob White said the agreement achieves what the union wanted — to protect the workers against Canada's 7 percent goods and services tax which takes effect Jan 1.

"This has to be one of the best agreements we have ever negotiated with Ford of Canada," White said. "It is all encompassing; it meets the needs of our members, and it addresses social concerns."

Other gains by the Ford of Canada workers:

- $100 million fund to protect workers who lose their jobs or who want to take early retirement.
- Annual $500 vacation bonus.
- One cent per hour per worker contribution to a CAW social justice fund.
- One cent per hour per worker contribution to the CAW child care program.
- One year's notice on any plant closing and six-month notice on any job losses as a result of outsourcing.
- Nine four-day work weeks per year.

White's goal was to protect the income of workers. He has said corporations cannot guarantee jobs.

But the CAW did win some gains — similar to those in the tentative pact between the UAW and General Motors — that could help to save jobs.

On outsourcing, the union has the first right to try to retain the work before Ford subcontracts the work.

If the work is outsourced, workers can get up to two years supplemental unemployment benefits based on seniority. Older workers can take early retirement with no reductions in benefits.

In the case of plant closings, workers can receive either from two to three years of full income protection, early retirement or severance pay ranging from $25,000 to $65,000.

The tentative agreement was to be presented to the membership Sept. 23 for ratification.

Automotive News Staff Reporter Laura Clark contributed to this report.

AUTOMOTIVE NEWS/JOE WILSSENS

Ford Motor Co. of Canada hourly workers represented by the Canadian Auto Workers picked up payroll checks outside the Essex Engine Plant in Essex, Ontario, last Thursday.

Harrigan

O'Connor

Ford of Canada to get U.S. boss

By Alex Law
STAFF CORRESPONDENT

OAKVILLE, Ontario — Ford Motor Co. has named the first American since Edsel Ford in 1929 to head its Canadian subsidiary.

James G. O'Connor, currently general sales and marketing manager for Ford's Parts and Service Division in Dearborn, Mich., will become president and chief operating officer of Ford of Canada Oct. 1. Current President Kenneth Harrigan will move up to chairman until he retires in 1992. Harrigan, who has been president since 1981, will be the third consecutive Ford of Canada president to serve a long stint in the office before a transition term as chairman.

O'Connor's career path suggests he'll move beyond Ford of Canada before he retires. Until 1988, the 47-year-old New York native was executive director of Ford's marketing staff — a job currently held by Edsel Ford II. From 1984 to 1986 he was vice president of sales and marketing at Ford of Canada.

Other moves effective Oct. 1 are:

- Jack G. Clissold, currently vice president of sales and marketing in Canada, succeeds O'Connor.
- Ted C. Goellner, currently marketing representation manager for Lincoln-Mercury Division in Detroit, becomes vice president of general sales, replacing Udo Kaul, who becomes marketing director of Ford of Britain.
- John D. Radford, sales programs manager at the Ford Division in Detroit, returns to Canada as vice president of general marketing.

COSTLY GAMBLE?

Analysts say new pact benefits workers, but could saddle GM with higher costs

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

The pattern-setting agreement signed by General Motors and the UAW is a good one for workers and transplant automakers, but could prove to be a costly gamble for the No. 1 automaker, say some analysts who have studied the tentative agreement.

GM has committed $4 billion over the three-year pact to guarantee wages for all 310,000 of its workers, but if many of them aren't enticed to take the sweetened buyouts, GM still could be burdened with too many workers plus high pension and health care costs — disadvantages the transplants don't have.

Ford Motor Co., with a stable workforce, can likely follow the GM contract pattern at a much lower cost than GM.

But health care costs and increased pensions will burden Ford and, particularly, Chrysler Corp., which has more retirees than active workers.

"The Japanese don't have major costs related to health care and pensions, so with this contract the competitive disadvantage has been widened," said Leo Troy, economics professor at Rutgers University.

Money isn't the only thing union workers got. They have a say in outsourcing and quality, ways they believe they can help GM increase sales.

"I think GM has made a commitment to grow the business," said UAW Vice President Steve Yokich. "As GM's market share grows, and we believe it will grow, we're going to get younger workers in the plants."

Harley Shaiken, professor of work and technology at the University of California San Diego, said that by guaranteeing wages and keeping benefits intact, GM achieved two important goals — cooperation of the union and the flexibility to downsize its workforce. That downsizing can occur with buyouts, innovative plant work schedules and possible plant shutdowns.

"The increased costs for pensions, health care and wages will

see SETTLEMENT, page 50

THE GM-UAW PACT, BLOW BY BLOW

Highlights of the tentative contract between GM and the UAW include:

- Layoffs restricted to 36 weeks for any worker over the life of the three-year contract.
- Full pay and benefits beyond the 36-week layoff period with workers placed in a Jobs Bank.
- 30-and-out pensions raised from $1,500 to $1,800 a month. Maximum outside pay limit raised to $15,000. All basic pension benefit rates raised to at least $20 per month per year of credited service.
- 26 weeks of additional Supplemental Unemployment Benefits for laid-off workers with less than 10 years seniority; 52 additional weeks for workers with more than 10 years seniority; 12 more weeks for laid-off workers at four idled plants.
- $15,000 to $72,000 for voluntary termination packages.
- Tighter restrictions on outsourcing, giving UAW the opportunity to comment and bid on work before an outside contract can be granted.
- No givebacks on health care.
- Three percent wage increase the first year and 3 percent lump sum bonuses the subsequent two years.
- Increased penalties on excess overtime that range from $1.25 to $5 per hour.
- Retention of the one-for-two attrition policy which requires the company to hire one person for every two who leave.

— Kathy Jackson

Corrections

- A chart on General Motors' plans for electronic transmissions last week included references to a car model that was discontinued. Chevrolet no longer sells the Celebrity.
- Yugo America Inc.'s powertrain warranty is for four years/40,000 miles, not two years as reported last week.

Chevrolet, Ford both lay claim to '90 sales crowns

AUTOMOTIVE NEWS-JOE WILSSENS

Along with '91 cars, Chevrolet's intro included a showroom of the future concept.

Perkins: We'll 'kick butt' in '91 too

By Phil Frame
AUTOMOTIVE NEWS STAFF REPORTER

Chevrolet, clearly crowning itself autodom's king of the hill, trotted out its 1991 lineup last week and predicted that only a Middle East war or a deep economic downturn could keep it from selling 2.8 million cars and trucks in the 1991 model year.

Monte Carlo name may return, Page 47

Chevrolet expects to sell 2.6 million cars and trucks in the 1990 model year, which ends Sept. 30.

After a model year in which it regained the industry passenger-car sales leadership from archrival Ford, Chevrolet is ready to "kick butt" in 1991 too, General Manager J.C. Perkins said.

"One thing you've got to admit — what our friends from Dearborn understand very well — is that Chevrolet just keeps coming at you . . . because that's what winners do," Perkins boasted.

He said Chevrolet expects to finish the 1990 model year with sales of more than 1.3 million cars, including 300,000 Geos, and nearly 1.3 million trucks. That will make Chevrolet No. 1 in cars and No. 2 in trucks, behind Ford. Perkins made it clear that the truck position is unacceptable.

"In trucks, we're holding share, but we just can't seem to break through to the No. 1 spot," he said. "It's a little bit of a frustration for us. We haven't accepted it, certainly we're not satisfied with that. Being in second place is not OK."

Perkins predicted Chevrolet will sell 1.4 million cars and nearly 1.4 million trucks in the 1991 model year, "in the absence of a shooting war in the Middle East" and "depending on what happens to the total industry."

see CHEVROLET, page 47

AUTOMOTIVE NEWS-JOE WILSSENS

Ford Division General Manager Thomas Wagner, left, and Lincoln-Mercury General Manager Ross Roberts lauded their divisions' performance for 1990.

Wagner: We're on a roll with Escort

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Despite being more than 50,000 units behind Chevrolet in calendar-year-to-date car sales, Ford Division predicts that it can retain its total-vehicle sales crown for the 1990 calendar year because of its predominance in the truck market and a recent sales surge for the 1991 Escort.

Ford Division General Manager Thomas J. Wagner said last week that Ford Division will increase its car market share from about 14.4 percent in the 1990 model year to 15.5 percent in the 1991 model year. He said Ford's truck market share will grow from about 29.1 percent in the 1990 model year to 30 percent in the 1991 model year.

"For the 1990 calendar year, we'll be 29.7 percent or 29.8 percent (market share) on trucks, and our goal is to get back to 15 percent on cars," said Wagner. The truck market share includes heavy-, medium- and light-duty trucks.

Ford projects 9.3 million to 9.4 million car sales and 5 million truck sales for the industry in the 1990 calendar year. Sales for the 1991 calendar year should be "no worse than 1990," Wagner said.

One key to Ford's regaining car leadership is to increase Escort sales, which have dipped significantly from 1989 because of the changeover to new Escort models earlier this year.

Wagner said Escort sales reached their earlier market penetration level — around 3 percent of industry car sales — in August. By the end of September, Wagner said, Escort should grab 4 percent of industry car sales.

"Escort is coming on very strong; from the first 10 days of August to the first 10 days of September, we were up 242 percent (in retail daily sales rates), so we are really starting to

see FORD, page 47

Mexico City ready to ban old cars to cut pollution

By Stephen Downer
STAFF CORRESPONDENT

MEXICO CITY — A ban on all automobiles more than 10 years old appears likely to figure among the sweeping anti-pollution measures that Mexico City's mayor says will be announced Oct. 15.

On that day, a master plan aimed at improving the metropolitan area's environment will be revealed, Mayor Manuel Camacho Solis said.

The mayor declined to mention specifics. But sources close to him have spoken of a ban, to be introduced in 1994, on 10-year-old cars.

Ramon Ojeda Mestre, who is in charge of contamination control in the Mexican capital, said authorities envisage making low-interest loans, repayable over five years, available to people who want to replace old cars with new models. Ojeda Mestre said authorities would purchase the old models. Trucks and commercial vehicles would not be included.

According to Ojeda Mestre, 80 percent of the metropolitan area's 3 million passenger cars are at least 10 years old. They cause most of the air pollution that has turned Mexico City into the world's unhealthiest metropolis, he said.

Authorities in Mexico have already taken several steps to combat the pollution crisis. Among them:

- Beginning with the 1991 model year, all vehicles produced by Mexico's five carmakers — Chrysler, Ford, General Motors, Nissan and Volkswagen — must have catalytic converters.
- Last week the government put a new high-octane lead-free gasoline, Magna Sin, on sale throughout the country, specifically for use in the new models.

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Mercedes, Mitsubishi plan 4wd vehicle

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Mercedes Benz AG and Mitsubishi Motors Corp. plan to jointly develop a four-wheel-drive vehicle for the world market, based on the Mitsubishi Pajero and Mercedes Gelandewagen.

The project was one of 11 topics discussed at the second meeting of Daimler-Benz and Mitsubishi group companies as they seek to form a closer alliance, and it was one of the few areas in which concrete progress was announced.

Details of the 4wd development have been "nearly decided," according to Gerhard Liener, Daimler-Benz chief financial officer.

Mitsubishi Motors Corp. produces about 120,000 Pajeros annually, and Mercedes-Benz produces 10,000 of the upscale Gelandewagens, and "that is too little," Liener said. "We cannot use economy of scale." The companies hope to combine "both lines into one," with a Pajero base and a Gelandewagen body. The combination could provide volume of 100,000 to 150,000, Liener said.

Daimler-Benz and Mitsubishi, two of the most powerful conglomerates in the world, held their first joint meeting in Singapore in March.

They had intended to meet once a year to discuss ways of cooperating in many areas of research from automobiles to electronics, and particularly aerospace.

The second meeting was held in Tokyo just six months after the first, primarily because the Daimler-Benz management team was in Japan for the introduction of the company's shares on the Tokyo Stock Exchange.

Daimler-Benz Chairman Edzard Reuter said talks are progressing enough to say that "permanent ties could come about" between the two groups.

Both sides also agreed to bring together the various channels selling Mercedes cars in Japan under what they called a new "alliance" that will include Yanase & Co. Ltd., the importer that has been handling Mercedes vehicles for more than 35 years.

In the last two years, Mercedes-Benz has worked to follow the lead of BMW by setting up its own independent dealer channel with the help of Mitsubishi. But land costs have climbed steeply, slowing the process, and in the end Mercedes still has had to rely heavily on Yanase.

Now, instead of phasing out its relationship with the import company, an agreement will be signed by the end of the year for a new company, Mercedes-Benz Sales Japan. Mercedes will own 51 percent, and Mitsubishi and Yanase will own 24.5 percent each.

Mercedes said that with the new joint venture, it expects sales to reach 1 percent of the total passenger-car market in Japan, which was 4.2 million in 1989. Mercedes sales last year were 31,511 units, about 0.7 percent.

Daimler-Benz also has invited Mitsubishi Motors Corp. to become involved in several Eastern European projects. It is building a new plant in East Germany and has asked Mitsubishi if it is interested in joining the operation. Liener said Mitsubishi has indicated an interest and, when Daimler Benz completes its own concept, it will accommodate Mitsubishi input.

In the Soviet Union, Daimler-Benz is considering production of a mid-sized car and has asked Mitsubishi Corp. to work as a contractor on the facility and to help finance it. But for the time being, Liener said, talks with the Russians on the project are pending.

When the two groups first announced intentions to seek an alliance, public attention was on aerospace. But so far, the most specific agreements have been in automotive areas.

JOLLY GOOD SHOW

Britain hopes Birmingham spurs sales

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

BIRMINGHAM, England — While several facelifted and new models — ranging from a Skoda wagon to Aston Martin's Virage Volante — made their debuts at the British International Motor Show, slumping new-car sales in England hung over the biennial Birmingham extravaganza like a cloud.

As usual, Birmingham was a showcase for the United Kingdom's small, independent sports car makers. But while such firms once counted heavily on the U.S. market, the strength of the pound against the dollar and the increasing complexity of U.S. regulations is causing several to cancel or postpone U.S. plans.

Car sales in the United Kingdom are down about 12 percent for the year. Industry executives hope this show will spur sales.

Ford's new Escort/Orion twins made their public debut here.

Rover Group, the only British-owned volume carmaker, showed the Rover 216 GTI sport version of its new lower-medium-class model. Its Land Rover Division introduced a five-door version of the Discovery sport-utility.

Jaguar unveiled an XJ6 sedan with a new 24-valve, 3.2-liter AJ6 engine derived from its 4.0-liter unit. The 3.2 replaces the AJ6 2.9-liter that is not offered in America. The 200-horsepower output of the 3.2 represents a 35 percent hike.

Nissan introduced its British-built Primera sedan, the successor to the Bluebird model that has been produced at its Sunderland, England, assembly plant. The new car debuts as a four-door sedan and five-door hatchback. The U.S. version is the Infiniti G20.

General Motors showed facelifted versions of its Opel Omega/Vauxhall Carlton sedan and Spanish-built Opel Corsa/Vauxhall Nova supermini.

Volkswagen introduced a facelifted version of the Polo with a more aerodynamic shape and new interior and displayed its Transporter/Caravelle (Vanagon) van for the first time.

Birmingham is also the first auto show appearance for Volvo's new 960/940 sedan range.

BRYN WILLIAMS PHOTOS

Birmingham saw the public debut — and offered a bird's-eye view — of Ford's new Escort/Orion twins.

Porsche AG chose Birmingham to launch its Carrera RS, a sport version of the Carrera 2.

Porsche AG chose Birmingham to launch its Carrera RS, a sport version of the Carrera 2. Hans Halbach, executive vice president for sales and marketing, said production will start in 1991 and will be limited to 1,800 units.

The most glamorous new model was Aston Martin Lagonda's Virage Volante, the convertible version of the 32-valve, 330-hp, V-8-powered Virage sedan.

Production of the Volante, a two-seat convertible with a fully automatic, hydraulically powered top, begins next summer. Currently, Aston is producing about six Virages a week. The company will finish 220 this year and about 275 Virage and Virage-derived models in 1991. The Virage debuts in the United States this fall.

Aston Chairman Victor Gauntlett said the 500-hp Vantage supercar version of the Virage will debut at the Geneva show next March.

While Jaguar, Aston and Group Lotus are no longer British independents, there remains a cadre of tiny British sports car specialists; several showed new models here.

Two years ago, Reliant Group and its U.S. distribution partner, Universal Motors Group, unveiled a restyled version of the Scimitar two-seater by independent designer William Towns that was to be sold in the United States under a different name. But the deal with Universal has stalled, and plans to produce the much rounder Towns-redesigned car for U.S. sale are no longer active, said Reliant marketing director Mike Bennett. Nor are there any plans for U.S. sale of the SST, Towns' newer and less radical reshaping of the original Scimitar.

Ginetta Car Ltd., a tiny maker with a long history, exhibited a G32 mid-engined convertible and G33 V-8 roadster. The two-seat G32 convertible with glass-reinforced polyester body shell is derived from Ginetta's coupe and is available with 1.6- or 1.9 liter four-cylinder engines. The all-new G33 uses Rover's 3.9-liter, 200-hp or 3.5-liter, 145-hp engine. The 3.9-liter two-seater is Ginetta's highest-priced car at 17,800 pounds ($34,000).

TVR Engineering's new 3.9-liter, V-8-powered Griffith two-seat convertible, priced at £17,618 ($33,650), goes into production in November, and the first cars will reach dealers in January.

TVR also previewed the 2+2 Speed Eight convertible, which will go on sale next spring with two V-8 power packages, including a 286-hp 4.3-liter model that will sell for £27,495 ($52,515).

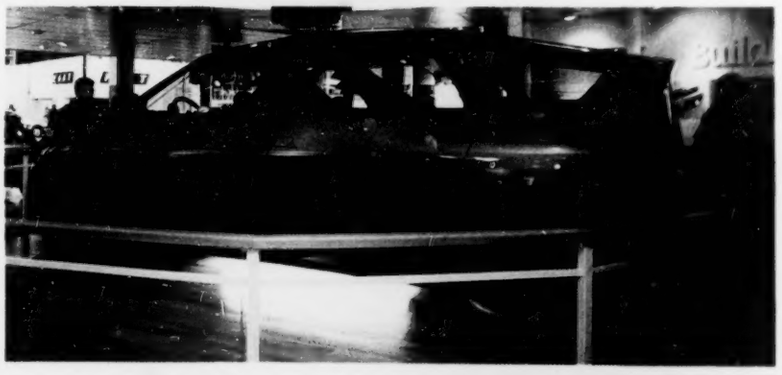
TVR sold cars in the United States up to about 1984 but has no plans to return, primarily because of the currency situation.

Morgan Motor Co. Ltd. has annual U.S. sales of 25 to 30 propane-converted Plus Eights through a distributor out of total production of about 450. Though a catalyst-fitted 3.9-liter Rover engine was unveiled here, Chairman Peter Morgan said he expects U.S. sales to remain about the same.

In recent years, the United Kingdom has been the largest hard-currency market for Eastern European makers. The Czechoslovakian carmaker Skoda picked Birmingham to show the station wagon version of its Bertone-designed, front-wheel-drive Favorit subcompact.

FSO Cars Ltd., the British importer for Poland's FSO factory, showed a one-ton pickup based on the compact Polonez sedan.

A facelifted version of Volkswagen's supermini competitor, the Polo, debuts with a more aerodynamic shape and a new interior.



Mazda showed the Gissya MPV concept vehicle developed at the company's research and development center in Oberursel, Germany. The Gissya features four-wheel-drive, four-wheel-steering and a 200 horsepower triple rotor rotary engine.

Europe's car sales slip in August; year's total falls below '89

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — European new-car sales dipped 3.8 percent in August to drag the year's total below 1989's record pace for the first time this year.

Sales in 17 Western European countries during the month totaled 1,174,700 units, according to industry estimates compiled by *Automotive News*. Volume for the first eight months of the year in Europe was 9,515,400, off only one-tenth of one percent from 1989.

The biggest losers among nations so far this year have been the United Kingdom, reeling from high interest rates that have depressed the car and truck markets, and economically sidetracked Sweden.

But the biggest market, West Germany, is going strong. Sales increased 16 percent in August and were up 5.9 percent through the first eight months. That puts Germany on track to eclipse its 1987 record of 2.91 million units.

Germany's market leader, Volkswagen AG, has a firm grip on first place in Europe with sales of 1,433,400 cars through August, an increase of 1.2 percent and a 15.1 percent market share.

But the VW Group, which includes the Volkswagen, Audi and Seat brands, dropped 5.5 percent to 150,800 in August. The firm has lost share in its domestic market this year, primarily to Adam Opel AG and Japanese makes.

Second-place Fiat Auto (Fiat, Alfa Romeo and Lancia brands) saw sales slip 5 percent to 112,400 in August and 1.3 percent to 1,385,000 for the year, equal to a 14.6 percent market share.

EUROPEAN SALES

Manufacturer	8 Months 1990	1990 share*	8 Months 1989	Volume change (%) '90 vs. '89
Volkswagen	1,433,400	15.1	1,415,900	+ 1.2
Fiat Auto**	1,385,000	14.6	1,402,600	– 1.3
Peugeot S.A.***	1,224,600	12.9	1,224,600	0.0
Ford†	1,111,000	11.7	1,141,700	– 2.7
General Motors****	1,085,000	11.4	1,044,800	+ 3.8
Renault	948,200	10.0	959,400	– 1.2
Mercedes-Benz	298,300	3.1	294,800	+ 1.2
Rover	286,900	3.0	307,200	– 6.6
Nissan	277,000	2.9	289,500	– 4.3
BMW	261,200	2.7	277,200	– 5.8
Toyota	252,300	2.7	242,500	+ 4.0
Mazda	195,400	2.1	159,300	+22.7
Volvo	172,100	1.8	185,100	– 7.0
Mitsubishi	119,900	1.3	115,800	+ 3.6
Honda	111,200	1.2	97,200	+14.4
Others	353,900	3.7	366,700	– 3.5
Total	9,515,400	100.0	9,524,300	– 0.1

*Does not add to 100 because of rounding
**Includes Alfa Romeo, Lancia
†Includes Jaguar
***Peugeot, Citroen
****Opel, Vauxhall, Isuzu, North America, Saab

NEW-CAR SALES BY COUNTRY IN EUROPE

Country	8 Months 1990	Pct. change vs. 1989
Germany	2,066,100	+ 5.9
Italy	1,735,800	+ 4.2
France	1,544,600	+ 5.0
United Kingdom	1,544,600	–11.6
Spain	719,300	– 8.3
Netherlands	385,000	+ 1.0
Belgium-Luxembourg	366,400	+ 6.0
Switzerland	238,500	– 3.2
Austria	212,400	+ 5.4
Sweden	163,200	–19.1
Portugal	140,100	– 0.4
Finland	107,600	–19.4
Greece	73,800	+40.8
Ireland	64,100	+ 3.4
Denmark	59,800	+ 5.7
Norway	42,800	+19.5
Total	9,515,400	– 0.1

Freightliner entry boasts improved severe-duty capabilities

PORTLAND, Ore. — Freightliner Corp. has a new FLD 112SD medium-length conventional model for severe-duty work, particularly in on/off-highway dumping applications.

James Hebe, Freightliner senior vice president of sales and marketing, said it is designed to provide improved front axle load distribution and maneuverability.

The new model accommodates Cummins' and Caterpillar's new, more powerful 10-liter engines.

Available as a truck or tractor, the FLD 112SD has a set-back front axle for maximum forward weight distribution and a tighter turning radius.

The cab and chassis components have been designed for durability and long life in severe-service applications, including all types of dump truck applications, transit mixers and refuse service.

The lighter-weight and corrosion-resistant semi-monocoque aluminum cab construction provides greater load capacity, and the fiberglass hood is sloped 9.5 inches to improve visibility.

The vehicle has a chrome steel grille surround. Front fenders and standard steel bumper are swept back 45 degrees for better maneuverability.

Hebe said weight-saving materials, such as the aluminum cab, allowed the company to engineer a vehicle with improved fuel economy and better payload capacity.

The cab is specially reinforced, and the frame has a rigid design. Frame options include stronger or longer rails, with or without full-length steel rail inserts.

The vehicle offers Cummins and Caterpillar mechanical or electronically controlled diesel engines in the range of 8.3 to 10 liters. They are rated at 250 to 330 horsepower.

The compact bumper-to-back-of-cab truck is available in wheelbase lengths to fit all body applications.

Standard and optional equipment includes Fuller and Rockwell transmissions with seven to 15 speeds, front axles rated from 12,000 to 20,000 pounds capacity, Freightliner taperleaf or flat leaf suspensions up to 20,000 pounds capacity and rear axles with ratings up to 58,000 pounds.

Rear suspensions can be spec'd from Freightliner; Hendrickson Suspension Co. of Burr Ridge, Ill.; Chalmers Suspensions International Ltd. of Brampton, Ontario; Neway Division of Lear-Siegler Inc. of Muskegon, Mich.; and Reyco Industries Inc. of Springfield, Mo., in capacities up to 65,000 pounds.

Clutches from Spicer Clutch Division of Dana Corp. of Toledo, Ohio, and power steering from Ross Gear Division of TRW Inc. of Lafayette, Ind., are standard.

Also standard are Freightliner's Soft Rate taperleaf front springs, designed to smooth out the jolts of severe-duty job site work.

Freightliner's Rough Service/High GCW package is standard with the multi-leaf spring rear suspension. "GCW" refers to gross combined weight.

The cab can be specified in a wide range of interior colors and materials.

Component options include four- or six-channel anti-lock brake systems, with Freightliner's Traction Plus wheel-slip control system.

Freightliner's FLD 112SD features a set-back front axle for maximum forward weight distribution and a tighter turning radius.

National's Squire line retails for $35,000 to $45,000, depending on options.

National's sales may get lift from new Squire coach line

By Joseph Bohn
TRUCK EDITOR

The renewed concern over energy will undoubtedly spark some revival in mass transit systems, which should provide a lift to shuttle bus and transit bus manufacturers.

National Coach Corp. of Gardena, Calif., has an all-new bus line, which it will show at the International Public Transit Exposition in Houston, Oct. 1-3.

The company's small coach is geared to airport shuttle bus service, transit dial-a-ride services that pick up commuters at their homes or in small groups and other types of intracity transportation service.

The new Squire coach line has two models: a 23-footer with dual-drive tires and an 11,500-pound gross vehicle weight rating and a 20-footer with single drive tires and a 10,300-pound gvw rating.

The coaches seat 11 to 23 passengers and have a flexible door placement and floor plan options.

Jon Sims, manager of marketing Commercial Division, said the vehicle is built on a rail chassis rather than a cutaway chassis, which is commonly used for such vehicles.

A cutaway chassis has a front cab supplied by the chassis manufacturer. A rail chassis has no cab, so a final-stage manufacturer like National supplies the complete body, including the cockpit.

Sims said the difference is that the Squire is built on a chassis that was designed for a bus. Cutaways are typically built for truck applications.

Oshkosh Truck Co. of Oshkosh, Wis., is producing the chassis for National. It uses Chrysler Corp.'s 360-cubic-inch V-8 and three-speed automatic transmission.

The Squire is 87 inches wide and 104 inches high, weighs just under 10,000 pounds and has a 4,000-pound payload capacity.

Sims said the Squire retails for $35,000 to $45,000, depending on the options. Production will begin in early November at the com-

AUGUST TRUCK SALES BY MANUFACTURER AND SEGMENT

		14,000 & LESS GVW CLASS 1-3	14,001-16,000 GVW CLASS 4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1990	TOTAL 1989
FORD	MO	115,356	2,084		737	2,249	1,004	121,430	131,942
	YR	951,572	19,338		4,051	18,864	9,388	1,003,213	1,024,170
FREIGHTLINER	MO						2,400	2,400	2,127
	YR						16,228	16,228	16,600
CHEVROLET	MO	106,399		15	567	539		107,520	134,273
	YR	882,593		200	4,854	4,836		892,483	916,103
GMC	MO	27,922		141	517	1,453		30,033	36,230
	YR	229,428		1,884	3,777	10,021		245,110	258,554
KENWORTH	MO				39	1,353		1,392	1,827
	YR				277	10,086		10,363	12,420
MACK	MO				66	89	1,199	1,354	2,003
	YR				818	1,092	10,560	12,470	16,757
MERCEDES-BENZ	MO				53	73		126	203
	YR				378	769		1,147	1,455
NAVISTAR	MO			13	723	3,068	1,796	5,600	6,194
	YR		43	88	8,706	20,698	18,451	47,986	53,846
PETERBILT	MO					18	1,060	1,078	1,571
	YR					282	8,274	8,556	11,356
VOLVO/GM HEAVY	MO					49	1,348	1,397	1,282
	YR					497	9,556	10,053	11,227
HINO	MO	24		46	78	62		210	175
	YR	225		326	444	644		1,639	1,489
NISSAN DIESEL	MO	39		80	55	34		208	206
	YR	467		623	362	340		1,792	1,521
ISUZU TRUCK	MO	718	41	40	62	33		894	505
	YR	4,326	467	278	1,362	389		6,822	5,219
MITSUBISHI FUSO	MO	118		52	23	32		225	268
	YR	1,253		452	188	368		2,261	2,190
SCANIA	MO						4	4	10
	YR						72	72	85
IVECO TRUCKS	MO	192	67	31	17			307	181
	YR	1,095	362	180	112			1,749	1,548
WESTERN STAR	MO						73	73	79
	YR						684	684	1,010
OTHER TRUCKS	MO	137,501					30	137,531	149,940
	YR	1,153,349			34	1	509	1,153,893	1,118,269
GRAND TOTAL, 1990	MO	388,269	2,192	418	2,898	7,738	10,267	411,782	469,016
	YR	3,224,308	20,210	4,031	25,086	59,078	83,808	3,416,512	3,453,819
1989 YR to DATE		3,237,737	18,311	4,759	27,143	65,643	100,226		

NOTE: Class 1-3 total excludes light trucks sold by all makers other than those listed. Class 4-8 reported by Motor Vehicle Manufacturers Association

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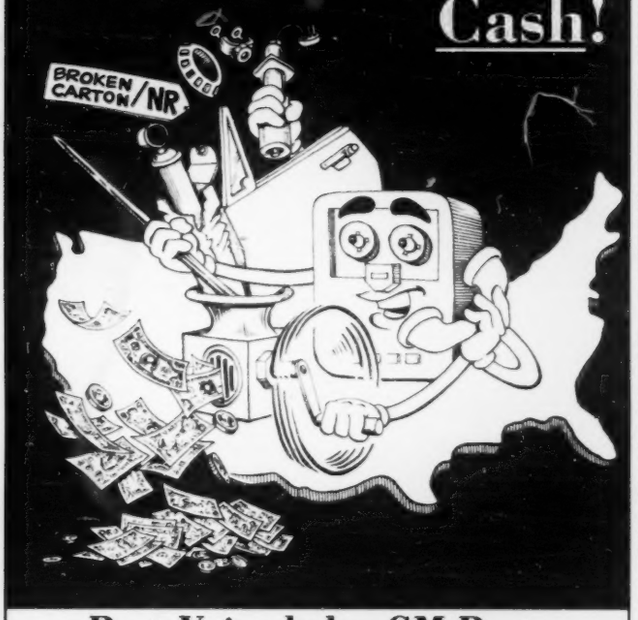

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Ford begins engineering expansion

By Jack Keebler
AUTOMOTIVE NEWS STAFF REPORTER

DEARBORN, Mich. — Ford Motor Co. is making important investments in its future.

On Sept. 14, the company broke ground in Dearborn for a 125,000-square-foot addition to the front of its Research and Engineering Center. At the same time, the company announced that it will begin building a new 236,000-square-foot Advanced Engineering Center this fall.

"We're here this morning to mark the start of a new chapter in Ford's research and engineering activities," Ford Chairman Harold A. Poling said.

He addressed a gathering of Ford employees and guests that included Allan Bromley, science adviser to President Bush.

He said the company was "beginning its first step in expanding and renovating our research facilities to meet a variety of technological challenges in the next decade and beyond."

The addition to the Scientific Research Laboratories will provide room for expansion of the research facilities' physics, chemistry and metallurgy laboratories. Poling said that inside the proposed Advanced Engineering Center, "intensified research and engineering development will be carried out to reduce noise, vibration and harshness and to enhance the overall driving experience."

Poling told the crowd that the addition and the Advanced Engineering Center represent a $177 million investment.

"Overall, having a high-technology facility where we can locate all of our key people who have been working on the related issues of noise, vibration and harshness; road noise; and body and chassis structures will provide a central focus for this complex work," said Kenneth K. Kohrs, vice president of car product development.

"This new facility will help us apply system engineering technology to the early design phase of our total vehicle development process."

The three-story center will house 32 laboratories, including 14 soundproof hemi-anechoic or acoustic chambers. The garage area will contain extensive analytical equipment and instrumentation to prepare vehicles for testing. The office area for 300 employees will contain training facilities and a computer analysis area.

The $80 million advanced engineering facility will be fully operational in late 1992.

CANADIAN CAR AND TRUCK SALES

North American Car Sales

	Aug. 1990	Aug. 1989	8 mos., 1990	8 mos., 1989
GM	21,179	25,804	212,932	239,269
Ford	14,050	14,960	108,884	131,290
Chrysler	6,707	7,662	74,122	85,296
Honda	4,241	2,172	24,370	2,378
Toyota	1,297	1,100	7,587	5,700
Hyundai	795	805	4,397	5,976
Volvo	348	335	2,244	2,672
North American Car Total	**48,617**	**52,838**	**434,536**	**472,581**

Imported Car Sales

Honda	6,034	7,212	46,522	40,451
Toyota	5,953	6,351	46,178	48,504
Volkswagen	3,048	5,073	24,101	21,273
Mazda*	2,255	2,191	20,461	19,167
Nissan	2,237	2,504	17,326	19,360
Hyundai	1,489	2,025	11,184	13,060
Chrysler	1,129	1,800	10,719	15,594
GM	986	628	4,103	3,974
Subaru	738	732	5,092	4,198
Ford	667	766	4,456	6,291
BMW	362	335	2,630	2,953
Mercedes-Benz	270	323	2,850	2,883
Suzuki	265	824	5,655	5,551
Volvo	234	349	1,664	2,127
Saab	109	97	639	862
Jaguar	60	129	765	1,129
Lada	47	41	445	481
Peugeot	7	18	79	185
Imported Car Total	**25,890**	**31,398**	**204,869**	**208,043**
TOTAL — ALL CARS	**74,507**	**84,236**	**639,405**	**680,624**

*Mazda declined to furnish a breakout of North American built and imported car sales.

North American Truck Sales

GM	11,515	11,037	106,506	113,827
Ford	9,447	11,073	87,681	98,412
Chrysler	5,702	6,875	63,270	71,998
North American Truck Total	**26,664**	**28,985**	**257,457**	**284,237**

Imported Truck Sales (including vans)

Mazda	1,831	1,371	13,271	11,846
Toyota	1,510	1,429	12,069	11,066
Nissan	1,469	1,481	10,239	9,442
GM	371	167	1,530	1,245
Suzuki	247	712	5,333	5,471
Volkswagen	86	81	733	535
Chrysler	73	110	1,155	1,747
Lada	18	19	124	179
Land Rover	11	0	21	0
Imported Truck Total	**5,616**	**5,370**	**44,475**	**41,531**
TOTAL — ALL TRUCKS	**32,280**	**34,355**	**301,932**	**325,768**
TOTAL — CARS, TRUCKS	**106,787**	**118,591**	**941,337**	**1,006,392**

Canada sales off 9.9% in August

Canada's vehicle sales fell 9.95 percent in August, with cars and trucks both dropping.

Sales of cars built in North America were off 7.99 percent, and imported cars were down 17.54 percent. A 4.58 percent rise in imported truck sales did not counter an 8.01 percent fall in domestic trucks, as the whole truck segment ended up down 6 percent for the month.

Volkswagen suffered the biggest proportionate setback, off 2,025 units or 39.92 percent from its record of August 1989.

For the first eight months of 1990, Canadian car sales are off 6.06 percent and truck sales are down 7.32 percent. The losses were mainly on North American-built vehicles.

Imported car sales for the eight months were down 1.53 percent, compared with an 8.05 percent loss for domestic vehicles. In trucks, imports were up 7.09 percent and domestics were down 9.42 percent.

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August import sales drop 21.7%; calendar year slips 11.5%

By Kristine Stiven Breese
AUTOMOTIVE NEWS STAFF REPORTER

Sales of imported cars fell in August and for the January-to-August period, reflecting softness in the market, increased activity from the Japanese transplant facilities in the United States and wariness about the economy.

Import sales for August were down 21.71 percent to 221,546, and the eight-month figure dropped 11.56 percent to 1,706,562.

The brunt of the decline was born by the Japanese, although imports represented only two-thirds of their total sales for the month. The rest were domestically produced. In August, the Japanese sold 153,772 Japan-built cars, down 23.43 percent from last year, and another 98,427 U.S.-built products.

The Europeans sold 45,627 imported cars, down 10.30 percent, and the Koreans sold 22,147, down 29.20 percent.

Although it is impossible to be sure of what motivated import purchases last month, a model-by-model breakdown reveals that the increase in fuel prices may have had an effect on some lines.

In addition, for many importers, August was the last month before their 1991 model changeover, and buyers may have been waiting to see what new products and incentives will arrive this fall.

Audi of America Inc.'s sales rose 7.80 percent. The smaller Audi 80 and 90 sold particularly well, with sales up 77.99 percent and 17.67 percent, respectively.

At BMW of North America Inc., the story was slightly different. The 3 series dropped 7.89 percent, while the bigger 5 series climbed 10.09 percent. In fact, the 5 series was just about the only bright spot for BMW, whose overall U.S. sales dropped 6.74 percent.

Jaguar Cars Inc. was down slightly with the more powerful and more expensive XJ-S falling 30 units and the XJ6 down 24.

At Mercedes Benz of North America Inc., the 2.6-liter "baby Benz" was one of the few bright spots. Sales of the 190 were up 4.61 percent, compared with an overall decline of 5.55 percent. Sales of the 300E 2.6/260E, 420SEL and 560SEC were all down more than 20 percent.

Porsche Cars North America Inc. dropped almost 31 percent; only the 944S and 911 Carerra 2 were up.

Volkswagen United States Inc. sold 582 Corrados, nearly six times as many as in 1989 when it sold only 100. Jetta sales were up 14.59 percent, and the company sold 1,626 Passats. The performances of those three vehicles helped pull total sales to 11,704, 10.04 percent better than last year.

American Honda Motor Co.'s Acura Division dropped 13.38 percent last month, although the entry-level Integra fared well, posting a 6.97 percent increase. Another drop in Legend sales, down 37.58 percent from a year ago, reflects the weakness of the soon-to-be-replaced model.

For the Honda nameplate, import sales dropped 24.04 percent, although the import figure was only 25.6 percent of Honda's total sales for the month. Although declines in Accord and Civic import sales mean little in light of the production that comes out of Marysville, Ohio, the 20.28 percent drop in Prelude sales is significant because there is no U.S. production.

Despite petroleum price hikes, Daihatsu America Inc.'s fuel-efficient cars impressed only 1,106 buyers in August, 16.59 percent fewer than last year. Likewise, Hyundai Motor America's energy-thrifty Excel continued to nosedive. Excel sales were down 41.92 percent, while the bigger Sonata fell 18.80 percent.

Suzuki, too, was behind last year's totals, falling 12.22 percent to 668 cars. American Isuzu Motors Inc., another purveyor of less expensive, fuel efficient cars, appears to be having trouble getting its new Impulse off the ground. Isuzu sold only 316 of them, down 54.27 percent from last year.

Like Honda, Toyota Motor Sales U.S.A. Inc.'s import totals were down in August although its overall sales improved. Only 44.8 percent of Toyota's total sales were derived from Japan-built products. That 44.8 percent amounted to 38,976 cars, or 25.76 percent fewer than last year. Of cars sourced solely from Japan, sales of the big-engined Supra and luxury-like Cressida fell more than 60 percent. Of all the imported cars, only the Celica and MR2 were up.

Nissan Motor Corp. in U.S.A. and Mazda Motor of America Inc. also saw their import sales fall. Nissan's Japan-built Stanza and 240SX and Mazda's Japan-built Protege were the only imported products to show an increase this August over last.

Even the vaunted Mazda Miata had sales this August more in keeping with reality. When the car was introduced last August, 5,029 units were sold; last month, sales leveled off at 3,219.

MARKET SHARES
Domestic, Import cars

	August 1990 Sales	Pct. of Total
Subcompact	189,667	24.13
Compact	239,717	30.51
Intermediate	238,305	30.32
Standard	104,169	13.25
Specialty	14,099	1.79
TOTAL	**785,957**	**100.00**

IMPORT SALES BY MODEL

	Aug 1990	Aug 1989	8 Mos. 1990	8 Mos. 1989
ACURA	**12,881**	**14,871**	**97,783**	**98,696**
Integra	8,533	7,977	59,377	55,739
Legend	4,303	6,894	38,361	42,957
NSX	45	0	45	0
ALFA ROMEO	**404**	**260**	**2,232**	**2,191**
Milano	7	100	39	809
Spider	163	160	1,481	1,382
164	234	0	712	0
ASTON MARTIN*	**5**	**5**	**40**	**40**
AUDI	**1,852**	**1,718**	**14,501**	**13,688**
4000	0	2	1	91
5000	0	17	11	289
80	461	259	3,229	3,116
90	273	232	2,359	3,343
V8 Quattro	122	130	1,209	377
Coupe Quattro	72	66	626	144
100/200	799	875	5,912	5,004
100/200 Quattro	125	137	1,153	1,324
BMW	**5,240**	**5,619**	**41,436**	**45,486**
3 series	2,591	2,813	19,878	22,554
5 series	1,625	1,476	14,671	13,732
635 CSi	5	154	223	1,118
7 series	892	1,059	5,849	6,770
M3	71	95	544	732
M5	55	4	244	246
M6	1	18	7	334
CHEVROLET/GEO	**9,430**	**14,223**	**97,462**	**81,928**
Geo Storm/Spectrum	5,615	10,146	66,610	44,223
Geo Metro/Sprint	3,815	4,077	30,852	37,705
CHRYSLER MOTORS	**5,249**	**8,156**	**43,004**	**72,370**
Colt	3,803	4,230	25,680	39,913
Conquest	0	387	896	4,233
Medallion	0	76	475	3,651
Stealth	0	0	0	0
Summit	951	2,143	9,854	14,184
Vista	236	1,120	3,521	9,296
TC	259	200	2,578	1,093
DAIHATSU	**1,106**	**1,326**	**7,807**	**9,368**
FERRARI*	**80**	**80**	**640**	**640**
FORD Festiva	**4,584**	**6,330**	**39,377**	**49,757**
HONDA	**20,024**	**26,362**	**168,190**	**168,584**
Civic/CRX	5,296	5,541	44,870	41,768
Accord	9,870	14,727	93,033	92,668
Prelude	4,858	6,094	30,287	34,148
HYUNDAI	**12,879**	**20,552**	**93,421**	**132,440**
Excel	9,571	16,478	71,627	108,726
Sonata	3,308	4,074	21,794	23,714
ISUZU	**437**	**2,264**	**2,633**	**13,718**
I-Mark	70	1,573	1,090	9,595
Impulse	316	691	1,492	4,123
Stylus	51	0	51	0
INFINITI	**1,936**	**0**	**13,303**	**0**
M30	809	0	4,952	0
Q45	1,127	0	8,351	0
JAGUAR	**1,509**	**1,563**	**12,369**	**12,400**
XJ6	1,147	1,177	9,141	9,465
XJ-S	362	386	3,228	2,935
LAMBORGHINI*	**13**	**13**	**104**	**104**
LEXUS	**6,111**	**0**	**40,146**	**0**
ES250	2,255	0	13,627	0
LS400	3,856	0	26,519	0
LOTUS*	**27**	**27**	**216**	**216**
MASERATI*	**20**	**20**	**160**	**200**
MAZDA	**13,750**	**19,977**	**110,052**	**128,340**
323	2,748	5,056	15,646	49,004
Protege	3,788	580	32,414	580
626	1,545	5,807	17,057	39,403
MX-6	28	60	140	2,119
Miata	3,219	5,029	26,213	10,890
929	1,533	1,895	11,364	14,076
RX-7	889	1,550	7,218	12,340
MERCEDES BENZ	**6,400**	**6,776**	**48,991**	**49,444**
190	1,452	1,388	8,836	9,541
300E 2.6/260E	404	562	1,677	3,345
300	1,548	1,784	15,878	14,421
300SE	490	568	4,327	4,512
350SDL Turbo	210	0	635	0
350SD	20	0	20	0
300SEL	293	358	2,481	2,704
420SEL	477	692	4,354	4,490
560SEL	359	384	3,034	3,252
SL Coupe	836	833	5,602	5,659
560SEC	113	147	1,171	982
Tourist	198	60	976	536
MERCURY/MERKUR	**5,621**	**6,853**	**22,968**	**51,526**
Tracer	4,340	6,417	17,358	45,520
Capri	1,281	0	2,988	0
XR4Ti	0	321	198	3,474
Scorpio	0	115	2,424	2,532
MITSUBISHI	**4,884**	**8,586**	**75,480**	**51,304**
Starion	0	35	18	613
Cordia	0	6	0	358
Tredia	0	2	0	12
Mirage	1,215	2,960	38,167	13,847
Galant	2,935	3,076	31,585	20,888
Sigma	127	207	1,449	1,592
Precis	371	2,056	3,298	12,613
3000GT	1	0	15	0
Van/Wagon	235	244	948	1,381
NISSAN	**28,878**	**37,764**	**224,254**	**281,857**
Sentra	2,927	11,882	42,472	86,241
Pulsar	202	2,619	3,710	19,021
Stanza	8,587	3,488	54,551	30,822
Maxima	8,626	10,543	67,694	73,451
240SX/200SX	6,466	6,053	37,483	49,890
300ZX	1,636	2,666	14,850	18,176
Hawaii	434	513	2,354	2,522
PEUGEOT	**359**	**660**	**3,072**	**4,242**
PONTIAC LeMans	**4,684**	**4,401**	**30,355**	**37,175**
PORSCHE	**660**	**955**	**6,541**	**6,676**
924S/944	3	0	172	0
944S	303	83	1,659	293
944 Turbo	11	86	461	527
911 Carrera 4	201	426	2,430	2,855
911 Turbo	0	89	8	915
911 Carrera 2	104	91	1,321	484
928S	38	53	434	562
ROLLS/BENTLEY*	**100**	**100**	**800**	**800**
SAAB	**2,386**	**3,788**	**19,267**	**23,643**
900	420	1,091	3,478	4,752
900S	584	1,339	4,673	5,945
900 Turbo	339	721	5,082	6,288
9000S	268	253	1,607	1,975
9000 CD	192	185	2,184	2,268
9000 Turbo	565	179	2,118	2,195
Tourist	18	20	121	220
STERLING	**247**	**305**	**2,856**	**4,126**
SUBARU	**9,442**	**14,023**	**66,812**	**101,111**
Hatchback	7	162	166	2,259
3 Door	16	421	227	6,990
4-Door Sedan	40	987	376	26,030
Legacy	5,913	5,232	38,173	14,358
Loyale	1,960	1,837	16,552	7,537
XT/XT6	72	1,878	937	9,510
Station Wagon	60	895	242	19,236
Justy	1,374	2,611	10,073	15,191
SUZUKI	**668**	**761**	**4,358**	**4,000**
TOYOTA	**38,976**	**52,500**	**254,010**	**312,569**
Corolla	9,469	14,405	61,836	82,438
Tercel	9,642	10,560	65,361	65,249
Celica	7,356	5,456	56,741	37,936
Supra	467	1,869	4,841	11,543
Camry	9,100	15,334	47,431	95,049
Cressida	1,407	4,336	7,868	16,402
MR2	1,535	540	9,932	3,952
VOLKSWAGEN	**11,704**	**10,636**	**91,699**	**90,841**
Cabriolet	684	943	5,876	7,951
Corrado	582	100	3,749	100
Jetta	5,034	4,393	42,755	38,241
Golf/GTI	1,651	2,061	11,770	16,451
Passat	1,626	0	10,184	0
Quantum	0	26	28	882
Scirocco	3	11	12	845
Fox	2,124	3,102	17,325	26,371
VOLVO	**8,548**	**10,553**	**65,487**	**72,769**
240 series	2,948	4,234	23,646	29,965
740 series	3,678	4,871	33,776	32,491
760 series	1,721	1,069	6,606	8,463
780	122	261	618	1,356
Tourist	79	118	841	494
YUGO	**452**	**937**	**4,736**	**7,348**
IMPORT TOTAL	**221,546**	**282,984**	**1,706,562**	**1,939,597**

*Estimate

Compiled by Karen Dziewanski

AUCTION DIRECTORY

TEXAS

San Antonio Auto Auction (div. of GECAA), 1500 Ackerman Rd., San Antonio, Texas 78219. Sale every Weds. Contact: Frank Post or Michael Milikien, 512-661-4200.

TEXAS

Alamo Auto Auction, 2719 Fredericksburg, San Antonio 78201. 12:30 Thurs. Repos, lease, trades. Charlie, 512-736-6510. The South Texas independent auction.

WISCONSIN

Fox Valley Auto Auction, 10mi S of Green Bay. Tues 11:30 am. Same owner lctn for 20 yrs. Fast, efficient serv lease cos & banks. Bx 3127, DePere, WI 54115. 414-336-3121.

WISCONSIN

Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, GMAC, all leasing. 414-835-4436, Caledonia, Wisconsin.

BIDWELL

FROM PAGE 1

whether the company might relax the exclusivity clause only for Chrysler Corp. franchises or if the company might permit competitive makes to be sold from Chrysler Corp. dealerships in metro areas.

Review of such a cornerstone policy is indicative of the financial pressure facing Chrysler's 5,226 dealerships, which retailed 16.8 percent fewer vehicles through Sept. 10, 1990, than they did in the same period of 1989.

Generally, Chrysler has required that dealers granted a Chrysler-Plymouth, Dodge or Jeep-Eagle franchise in a metropolitan market provide a stand-alone dealership for each franchise, although in rural areas exclusive buildings are not mandated.

Chrysler has maintained in the past that permitting a second franchise in a dealership in a metropolitan market does not guarantee that dealership volume will increase. In addition, the company has argued that such dualing creates additional adminstration and dilutes a brand's message.

The policy has meant that dealers in metropolitan markets must make a sizable investment in land and buildings.

Similarly, General Motors has encouraged its dealers in metropolitan markets to have an exclusive facility.

"Where feasible in metropolitan areas, we encourage a single-point franchise," said Robert Ogden, GM's general director of sales operations and dealer relations. "But there are exceptions. We do look at each one on a case-by-case basis as they come up. We have no plans to change this practice."

Ogden said dualing with other GM brands and competitive makes is more common in medium-sized and smaller towns.

Recently, Chrysler dealers have questioned the ability of Chrysler management to sustain a 5,226-member dealer network in view of the company's U.S. market share.

Bidwell said about 70 percent of the company's dealers currently are profitable and that all three dealer networks are making more money than they did in 1989.

He also said Chrysler expects to increase its share of the U.S. car market to 10.5 percent in the fourth quarter, up from 8.9 percent through Sept. 10 of this year.

He said that will be done by introducing the $7,699 Plymouth Sundance/Dodge Shadow America models, becoming more aggressive in the daily rental car business and reducing prices of several cars.

Chrysler expects its share of the U.S. truck market to return to 18 percent in the fourth quarter, although in August it was only 14.2 percent. It will rely on redesigned minivans and Jeep Cherokee price cuts to build market share.

Separately, Bidwell predicted last week that the industry will sell about 9.0 million cars and 4.9 million trucks in calendar 1991.

But he cautioned that precise predictions are impossible because of the Middle East crisis.

Chrysler's divisional general managers said the company expects 1991 model-year car and truck sales to total 870,000 units at Dodge, 600,000 at Chrysler-Plymouth and 275,000 at Jeep-Eagle.

Also at a press preview of 1991 models last week, Chrysler said it expects in early 1991 to offer a driver-side supplemental air restraint system on the Dodge Caravan/Plymouth Voyager/Chrysler Town & Country minivans. No decision has been made on whether the system will be optional or standard. Cost is about $300 per unit.

The system is not called an air bag because it does not meet federal regulations requiring knee bolsters. Chrysler Motors President Robert Lutz said major redesign of the minivan instrument panel would be needed to accommodate knee bolsters.

Lutz cautioned that the company will not market the system if consumer testing shows that people think Chrysler is trying to cheat them by offering less than a federally regulated air bag.

Chrysler said the Dodge Stealth will pace the 75th running of the Indianapolis 500 in May 1991.

Buyers will grade dealer's sales staff

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

HIGHLAND PARK, Mich. — Next month Chrysler Corp. will begin using a sales satisfaction rating system that allows vehicle buyers to grade dealership salespersons.

The two-part program includes a new sales satisfaction rating system for each Chrysler Corp. dealership and a certification program for dealership sales personnel.

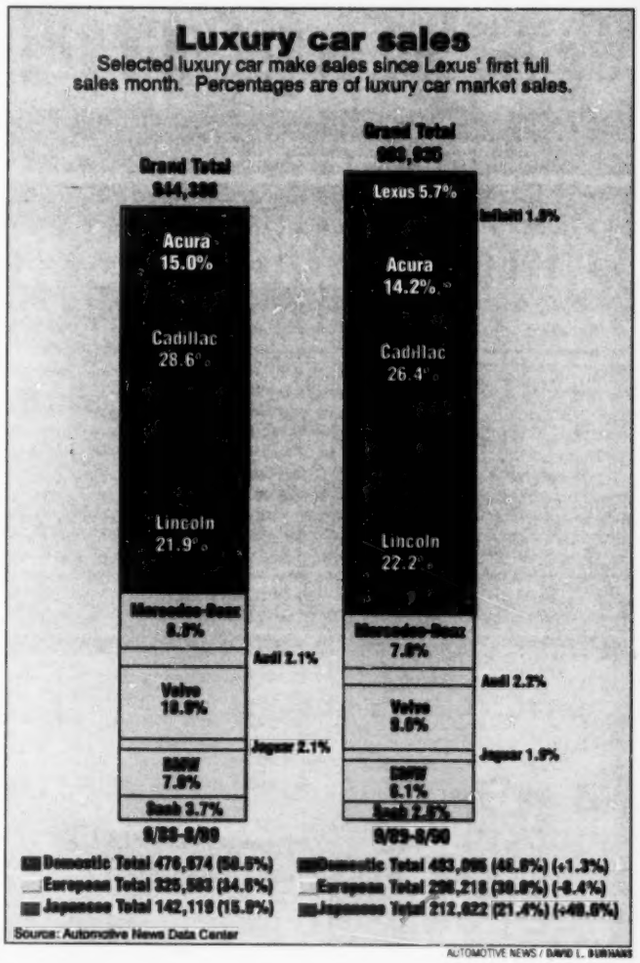
Chrysler will start mailing rating forms to customers in October and dealers will begin receiving monthly reports in January. Previous customer satisfaction surveys asked buyers about vehicle delivery, preparation and product quality.

The new survey also asks buyers within a week of purchase to grade the salesperson on courtesy, sincerity, availability, manner of greeting, overall appearance, product knowledge and explanation of price, warranty and delivery.

Customers also will be asked if they were offered a test drive and whether they would make another purchase through the same salesperson.

Dealers said the new program is aimed at reducing the percentage of buyers who say in surveys they would make the same product purchase from the same dealership but not from the same salesperson.

The certification program for sales personnel begins this fall. Salespeople must maintain a minimum score on the satisfaction survey, complete at least two days of professional sales technique training, score at least 70 percent on all product exams and meet other requirements to be certified.



LEXUS

FROM PAGE 1

"The market has expanded, but not as much as we have expanded."

Officials at Mercedes-Benz of North America Inc. and BMW of North America Inc. view the developments differently.

"There's no question Lexus and Infiniti have expanded the segment. That's good news for all of us if more people are buying luxury cars," said Michael Jackson, Mercedes-Benz senior vice president, marketing and sales.

And Kurt von Zumwalt, Mercedes' new public relations manager, who formerly worked for Toyota, offered a challenge: "Show us where we're hurting," he said. "Show us the blood. It's not there."

Carl Flesher, BMW's vice president of marketing, said Lexus and Infiniti compete with the BMW 5 series, and 5-series sales were up 6.8 percent for the first eight months of 1990. The entry-level 3 series was down 8.9 percent for the eight months, and the top-of-the-line 7 series declined 13.6 percent.

Flesher attributed that dip to competition from the Mercedes S class. But that's also the territory that Illingworth believes will see an exodus of buyers heading for the $38,000 Lexus LS400.

Lexus and Infiniti point to their trade-in experience to show conquest sales. Before introduction, Lexus expected about 60 percent Japanese trade-ins, 20 percent European conquests and 10 percent U.S. conquests, Illingworth said. But European trade-ins have run about 45 percent for the LS400, domestic trade-ins about 30 percent and the Japanese about 12 percent, he said.

Mercedes led the list at 19 percent of LS400 trade-ins from introduction through June, according to Lexus figures.

Cadillac was No. 2, at about 13 percent. Cadillac sales were down 2.9 percent in the 12 months following the Lexus debut, while Lincoln sales rose 6.5 percent.

At Infiniti, Bruce said Nissan expected about 75 percent trade-ins from Japanese car owners buying their first luxury car and 25 percent conquests from people who already owned a luxury car.

But luxury import makes, including Acura, accounted for 49.7 percent, of Infiniti's trade-ins on the Q45 from introduction through early September. Mercedes was No. 1 with about 7.9 percent of the trade-ins, followed by BMW, Jaguar and Acura. Domestic brands accounted for about 32 percent, with Cadillac around 13 percent. Japanese trade-ins accounted for only about 12.3 percent.

> "Show us where we're hurting. Show us the blood. It's not there."
>
> **Kurt von Zumwalt**
> Mercedes-Benz of North America

Lexus outsold Mercedes for the first time in July, by a margin of 312 cars. Mercedes came back in August to outsell Lexus by 289 cars, but Illingworth said Mercedes was giving its dealers "$4,000 on every car they sell."

Dallas dealer Ralph Gaden, chairman of the Mercedes national dealer council, said Mercedes offered a special "dealer marketing allowance" to clear out leftover 1990 models, but not as much as Illingworth stated. Gaden said the allowance ranged from "around $1,000" on smaller cars to $4,000 on the 560SEL and 560SEC. The offer expired at the end of August.

CHRYSLER

FROM PAGE 1

March 31. Trucks are not limited under the quota agreement.

Richard Recchia, executive vice president of the import company, said Mitsubishi will stay in the fleet business. Despite the higher Chrysler orders, the U.S. sales arm can get more of the U.S.-built Mitsubishi Eclipse, in addition to more units of the Mitsubishi Mirage, which will begin U.S. production in November.

In May, Mitsubishi bought controlling interest in Value Rent-A-Car. Mitsubishi also sells to other rental companies.

Mitsubishi Motor Sales of America's sales have soared in calendar 1990 through higher sales of Japanese-built cars plus more cars from Diamond-Star Motors Corp., the Chrysler-Mitsubishi joint venture plant. Through August, U.S. sales of Mitsubishi-badged cars and trucks rose 46.48 percent, to 139,677. In 1986, the peak year of Chrysler's purchases of Mitsubishi vehicles, Chrysler retailed 220,000 Mitsubishi-built cars and trucks.

Last January, a Chrysler executive said Chrysler's dependence on Mitsubishi was waning as Chrysler develops more products that are globally competitive.

"As we get more competitive with the Japanese — and we are a lot more competitive with them — our use of Japanese products is going to keep declining," predicted Michael Hammes, then Chrysler's vice president of international operations. Hammes left the company in May to become executive vice president of Black and Decker Corp.

A Mitsubishi source suggested that the 1990 order dropped because Chrysler had been carrying too many cars in inventory.

And last week, Chrysler Motors President Robert Lutz said: "We took very few vehicles in the 1990 calendar year because we were in a destocking mode due to dealer inventories. But in 1991 we will be back to a normal flow."

The purchase from Mitsubishi will increase in part because Chrysler will give its Jeep-Eagle dealers a three-door Summit hatchback, sold by Mitsubishi as the Mirage. The car, available in late October, will carry a base price under $7,000, and advertising will stress price, said Jeep-Eagle General Manager Lawrence Baker.

In addition, Chrysler will buy from Mitsubishi the new Dodge Stealth sports coupe, the pace car of the 1991 Indianapolis 500 and the sister car to the new Mitsubishi 3000GT.

Chrysler will continue to buy from Mitsubishi the Dodge and Plymouth Colt and the Colt Vista wagon. Mitsubishi sells the Colt in the United States as a Mirage, but does not sell the Colt Vista wagon in the United States.

Chrysler Motors Chairman Bennett Bidwell confirmed that in the 1992 model year, Chrysler will buy the next generation Colt Vista wagon. Chrysler expects to buy about 25,000 Colt Vista units annually, he said.

Chrysler will purchase 6,000 Dodge Ram 50 trucks from Mitsubishi in the 1991 model year. Chrysler said that is the maximum allocation available from Mitsubishi because of production constraints.

Chrysler owns 12.5 percent of Mitsubishi Motor Corp.

Automotive News Staff Reporter Kristine Stiven Breese in Los Angeles contributed to this report.

Slow sales shut four U.S. plants

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

Four U.S. vehicle assembly plants are scheduled to be closed this week due to sluggish sales.

Car production last week was estimated at 148,945 units, 8.85 percent above the prior week and 2.23 percent below the year-ago week.

Year-to-date, U.S. automakers have assembled 4,484,793 cars, 11.54 percent below 1989's total.

Last week, U.S. truckmakers scheduled 90,778 units, 12.82 percent above the prior week and 13.81 percent above last last year.

Year-to-date, U.S. truck production is 2,929,099, down 5.79 percent from last year at this time.

U.S. automakers split last week's scheduled production as follows: General Motors, 45.50 percent; Ford Motor Co., 23.74 percent; Chrysler Corp., 12.55 percent; Honda of America Manufacturing Inc., 5.44 percent; Toyota Motor Manufacturing U.S.A. Inc., 2.98 percent; Mazda Motor Manufacturing (USA) Corp., 2.76 percent; New United Motor Manufacturing Inc., 2.69 percent; Diamond-Star Motors Corp., 2.38 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.38 percent; and Subaru-Isuzu Automotive Inc., 0.58 percent.

Ford plans to idle three assembly plants this week: the Lorain, Ohio, and Chicago car plants and the Louisville, Ky., truck plant. Only one shift is scheduled at the Lorain, Ohio, truck facility this week. All schedule adjustments are due to a decline in dealer orders.

GM's Willow Run, Mich., auto plant is scheduled to shut down today for two weeks. The downtime is due to slow sales and high inventories. Production is slated to resume Oct. 8 when GM plans to run one shift for four weeks. The plant produces Chevrolet and Oldsmobile full-sized rear-wheel-drive wagons.

GM scheduled Saturday overtime at three truck plants: two shifts at Fort Wayne, Ind., and Baltimore and one shift at Moraine, Ohio. Friday overtime was scheduled at the Janesville, Wis., car assembly plant.

Chrysler scheduled two Saturday overtime shifts at the Belvidere, Ill., car plant.

Ford sidelined; Canada plunges

The Canadian Auto Workers struck Ford Motor Co. of Canada last week, closing three Canadian assembly plants, two engine plants and four parts plants. The strike was settled Friday.

With Ford sidelined, car production for the week was estimated at 14,483, down 30.65 percent from the previous week and down 34.55 from the year-ago week.

Truck output fell to 12,597, which was 25.08 percent below the previous week and 36.67 percent below the year-ago week.

GM scheduled Saturday overtime at the Oshawa, Ontario, truck plant. The plant produces Chevrolet and GMC pickups.

U.S. CAR	Week Ended Sept. 22 1990	Week Ended Sept. 23 1989	Week Ended Sept. 15 1990	Sept to Date	Jan. 1 to Sept. 22 1990	Jan. 1 to Sept. 23 1989
Horizon	0	867	0	0	4,327	22,128
Sundance	2,300	2,133	2,315	6,427	61,853	76,255
Acclaim	2,900	2,686	3,611	9,493	79,363	92,688
Total Plymouth	**5,200**	**5,686**	**5,926**	**15,920**	**145,543**	**191,051**
LeBaron A	0	0	0	0	8,064	0
LeBaron J	1,300	2,760	1,360	3,796	37,989	77,594
LeBaron GTS	0	0	0	0	0	2,946
N. Yorker C-Class	600	898	659	1,681	28,973	63,841
Fifth Avenue	1,400	1,961	1,272	3,530	24,388	12,429
Imperial	500	0	429	1,103	13,690	0
Total Chrysler	**3,800**	**5,619**	**3,720**	**10,110**	**113,104**	**156,810**
Omni	0	955	0	0	4,078	23,293
Daytona	900	1,840	928	2,562	25,382	61,343
Shadow	2,400	1,957	2,546	6,831	69,759	73,405
Dynasty	3,700	1,955	3,095	8,799	85,158	98,371
Lancer	0	0	0	0	0	1,528
Spirit	2,700	2,814	3,277	8,578	72,375	78,545
Total Dodge	**9,700**	**9,521**	**9,846**	**26,770**	**256,752**	**336,485**
CHRYSLER MOTORS	**18,700**	**20,826**	**19,492**	**52,800**	**515,399**	**684,346**
Escort	6,923	8,715	7,724	19,635	168,427	243,828
Mustang	3,634	3,312	2,908	6,542	95,269	150,159
Tempo	3,182	2,972	0	5,699	95,616	109,248
Taurus	8,154	7,477	4,265	18,680	256,846	261,036
Thunderbird	3,375	3,314	3,363	9,454	87,870	112,542
Total Ford Div.	**25,268**	**25,790**	**18,260**	**60,010**	**704,028**	**876,813**
Topaz	1,218	1,428	0	2,046	36,433	51,381
Cougar	2,250	2,220	2,262	6,293	58,384	96,271
Sable	2,326	2,850	945	5,394	78,022	85,553
Total Mercury	**5,794**	**6,498**	**3,207**	**13,733**	**172,839**	**233,205**
Continental	1,218	1,232	1,199	3,469	43,969	46,490
Mark VII	215	410	211	612	15,460	15,008
Town Car	2,858	2,465	2,829	8,161	111,287	88,100
Total Lincoln	**4,291**	**4,107**	**4,239**	**12,242**	**170,716**	**149,598**
Total L-M Div.	**10,085**	**10,605**	**7,446**	**25,975**	**343,555**	**382,803**
FORD MOTOR CO.	**35,353**	**36,395**	**25,706**	**85,985**	**1,047,583**	**1,259,616**
Skyhawk	0	0	0	0	0	6,913
Skylark/Somerset	2,179	1,744	2,002	5,779	66,417	44,295
Century	1,980	2,846	2,058	5,688	48,866	95,740
Riviera	608	449	498	1,460	16,309	13,893
Electra/Park Ave.	3,040	2,104	2,908	8,174	37,257	58,405
LeSabre (fwd)	3,552	3,321	3,309	9,728	118,316	110,707
LeSabre (rwd)	0	202	0	0	4,022	5,161
Reatta	0	203	0	0	5,277	4,223
Total Buick	**11,359**	**10,869**	**10,775**	**30,829**	**296,464**	**339,337**
Eldorado	632	472	501	1,498	15,554	21,509
Seville	633	309	492	1,495	26,107	15,854
Brougham (rwd)	1,010	1,567	909	2,664	22,130	28,250
DeVille (fwd)	4,560	4,734	3,800	11,338	117,707	146,263
Allante	88	75	0	105	3,155	2,242
Total Cadillac	**6,923**	**7,157**	**5,702**	**17,100**	**184,653**	**214,118**
Cavalier	9,572	7,538	8,807	25,705	244,635	261,481
Camaro	1,965	2,014	2,021	5,765	54,338	74,131
Celebrity	0	0	0	0	0	70,349
Corsica/Beretta	6,160	8,899	6,217	17,354	209,219	281,530
Caprice	4,343	3,049	4,813	13,750	174,822	133,885
Corvette	703	596	686	1,766	17,007	18,748
Total Chevrolet	**22,743**	**22,096**	**22,544**	**64,340**	**700,021**	**840,124**
Calais	2,409	1,871	2,086	6,207	75,184	66,703
Cutlass Ciera	1,478	1,323	1,487	4,143	54,015	65,449
Cutlass Supreme	2,485	3,895	2,557	6,958	67,985	74,367
Toronado	375	442	304	901	11,492	6,183
88 (fwd)	2,380	3,907	2,361	6,463	76,382	99,345
88 (rwd)	0	159	0	0	1,214	5,911
98	640	1,496	300	1,046	33,997	53,355
Total Oldsmobile	**9,767**	**13,093**	**9,095**	**25,718**	**320,269**	**371,313**
Sunbird	3,200	3,521	4,080	10,102	114,473	105,080
Grand Am	5,400	4,851	4,840	14,088	153,648	176,195
Firebird	1,243	1,254	1,106	3,120	32,224	41,579
Grand Prix	3,383	3,899	3,531	9,603	87,887	95,242
Pontiac 6000	1,485	1,616	1,533	4,237	41,571	60,860
Bonneville	2,143	2,546	1,690	4,925	57,814	69,061
Safari/Parisienne	0	0	0	0	0	2,691
Total Pontiac	**16,854**	**17,687**	**16,780**	**46,075**	**487,617**	**550,708**
Saturn*	**150**	**0**	**150**	**425**	**925**	**0**
GENERAL MOTORS	**67,796**	**70,902**	**65,046**	**184,487**	**1,989,949**	**2,315,600**
DIAMOND-STAR	**3,540**	**2,926**	**3,634**	**10,173**	**98,038**	**52,060**
HONDA	**8,110**	**6,954**	**8,614**	**23,910**	**318,242**	**272,803**
Civic	1,350	3,522	1,296	3,667	81,612	96,430
Accord	6,760	3,432	7,318	20,243	236,630	176,373
MAZDA†	**4,104**	**4,575**	**4,627**	**11,628**	**128,784**	**148,591**
NISSAN	**2,050**	**2,614**	**1,913**	**5,274**	**60,075**	**86,832**
NUMMI	**4,000**	**3,646**	**2,634**	**9,000**	**144,250**	**146,134**
Corolla	2,000	1,434	1,293	4,460	72,565	59,137
Geo Prizm/Nova	2,000	2,212	1,341	4,540	71,685	86,997
SUBARU-ISUZU	**860**	**0**	**825**	**2,300**	**20,803**	**0**
TOYOTA	**4,432**	**3,497**	**4,348**	**12,225**	**158,670**	**100,207**
TOTAL CARS, U.S.	**148,945**	**152,335**	**136,839**	**397,782**	**4,481,793**	**5,066,189**
TOTAL CARS, CANADA	**14,483**	**22,130**	**20,885**	**56,088**	**768,202**	**700,545**
U.S., CANADA CARS	**163,428**	**174,465**	**157,724**	**453,870**	**5,249,995**	**5,766,734**
U.S., CANADA CARS AND TRUCKS	**266,803**	**274,440**	**255,001**	**736,286**	**8,839,454**	**9,566,317**

Monthly estimates may contain error of one or two units due to rounding.
†Total includes MX-6, 626, and Ford Probe
*Estimated

CANADIAN CAR	Week Ended Sept. 22 1990	Week Ended Sept. 23 1989	Week Ended Sept. 15 1990	Sept to Date	Jan. 1 to Sept. 22 1990	Jan. 1 to Sept. 23 1989
Monaco	0	0	999	1,932	8,823	0
Premier	0	1,275	257	335	7,812	27,241
CHRYSLER MOTORS	**0**	**1,275**	**1,256**	**2,267**	**16,635**	**27,241**
Tempo	0	3,330	0	2,495	82,981	96,816
Topaz	0	1,448	0	1,076	31,197	41,157
Crown Victoria	0	2,133	3,134	5,268	87,194	86,721
Grand Marquis	0	2,530	2,432	4,736	79,589	93,487
FORD MOTOR CO.	**0**	**9,441**	**5,566**	**13,575**	**280,961**	**318,181**
Celebrity	0	386	0	0	20,319	16,121
Cutlass Ciera	1,763	608	1,637	3,900	57,387	97,648
Lumina	5,330	4,941	5,331	15,412	157,578	107,855
Regal	2,670	3,049	2,618	7,717	70,567	56,391
GENERAL MOTORS	**9,763**	**8,984**	**9,586**	**27,029**	**305,851**	**278,015**
CAMI*	**850**	**0**	**850**	**2,550**	**25,500**	**0**
HONDA	**2,150**	**1,784**	**2,145**	**5,926**	**75,809**	**60,691**
HYUNDAI	**800**	**0**	**672**	**2,125**	**15,345**	**0**
TOYOTA	**800**	**466**	**709**	**2,301**	**42,173**	**10,623**
VOLVO	**120**	**180**	**101**	**315**	**5,928**	**5,794**
TOTAL CARS, CANADA	**14,483**	**22,130**	**20,885**	**56,088**	**768,202**	**700,545**

U.S. TRUCK	Week Ended Sept. 22 1990	Week Ended Sept. 23 1989	Week Ended Sept. 15 1990	Sept to Date	Jan. 1 to Sept. 22 1990	Jan. 1 to Sept. 23 1989
Caravan	600	2,134	595	1,378	68,440	76,929
Dakota	1,700	2,217	2,146	5,446	51,707	71,679
Caravan C/V	0	91	0	0	4,171	5,257
Ram pickups	2,600	2,240	3,222	8,211	76,762	71,948
Total Dodge	**4,900**	**6,682**	**5,963**	**15,035**	**201,080**	**225,813**
Cherokee	3,900	4,332	3,915	10,957	114,708	162,329
Comanche	300	503	326	892	6,197	21,358
Grand Wagoneer	300	0	325	625	5,297	7,774
Wagoneer	100	158	108	304	2,842	5,941
Total Jeep	**4,600**	**4,993**	**4,674**	**12,778**	**129,044**	**197,402**
Voyager	600	1,903	517	1,250	64,085	71,838
Town & Country	0	120	0	0	2,078	2,824
Total C-P Div.	**600**	**2,023**	**517**	**1,250**	**66,163**	**74,662**
CHRYSLER MOTORS	**10,100**	**13,698**	**11,154**	**29,063**	**396,287**	**497,877**
Aerostar	5,741	4,131	4,922	14,971	154,570	165,920
Bronco	976	0	906	2,646	37,939	54,886
Bronco II/Explorer	6,730	2,326	5,033	17,229	141,267	86,626
Navajo	623	0	786	1,711	1,711	0
Econoline	4,155	4,003	0	7,177	139,720	165,198
Mediums/Heavies	1,146	1,304	0	2,075	39,135	44,603
Light trucks	10,470	7,665	9,746	28,564	338,273	388,686
Ranger	6,464	6,404	5,685	16,730	206,457	231,070
Total Ford Div.	**36,305**	**25,833**	**27,078**	**91,103**	**1,059,072**	**1,134,989**
FORD MOTOR CO.	**36,305**	**25,833**	**27,078**	**91,103**	**1,059,072**	**1,134,989**
Astro	3,408	3,111	2,961	8,755	95,024	120,942
Blazer	361	543	360	1,007	13,181	21,120
Lumina APV	1,670	0	1,497	4,081	63,308	0
Mediums/Heavies	560	124	311	1,304	8,132	8,476
P-Model	650	804	545	1,535	17,325	23,622
Pickups	8,604	7,559	7,968	22,605	295,202	301,084
S-10	4,964	4,582	4,747	13,507	170,772	192,697
S-10 Blazer	3,907	3,232	3,966	10,982	81,278	141,368
Sportsvan/Van	1,385	3,096	1,407	3,874	44,661	71,916
Suburban	1,681	1,410	1,614	4,561	52,597	58,622
Total Chevrolet	**27,190**	**24,461**	**25,376**	**72,211**	**841,480**	**936,128**
Jimmy	110	163	103	286	4,057	6,239
Mediums/Heavies	476	377	413	1,253	9,021	14,098
P-Model	50	60	109	205	2,307	3,261
Pickups	2,465	2,311	2,290	6,414	101,836	90,040
S-1/Sonoma	964	1,016	1,131	3,006	39,190	44,953
S-15 Jimmy	1,074	1,518	1,233	3,249	26,900	40,024
Safari	1,104	1,097	780	2,605	33,355	32,057
Suburban	661	708	700	1,884	26,043	23,399
Vandura/Rally Vans	535	1,166	526	1,494	16,676	21,223
Total GMC	**7,439**	**8,416**	**7,285**	**20,396**	**259,385**	**269,353**
Olds Silhouette	205	0	202	537	24,345	0
Pontiac Trans Sport	820	0	791	2,066	39,245	0
GENERAL MOTORS	**35,654**	**32,877**	**33,654**	**95,210**	**1,164,455**	**1,205,481**
NAVISTAR	**1,580**	**1,570**	**1,580**	**4,122**	**53,559**	**59,663**
NISSAN	**2,450**	**2,336**	**2,402**	**6,772**	**103,984**	**88,869**
SUBARU-ISUZU	**1,239**	**0**	**1,145**	**3,097**	**23,402**	**0**
AM GENERAL	**450**	**450**	**450**	**1,350**	**16,740**	**16,740**
MISCELLANEOUS	**3,000**	**3,000**	**3,000**	**9,000**	**111,600**	**105,600**
TOTAL TRUCKS, U.S.	**90,778**	**79,764**	**80,463**	**239,717**	**2,929,099**	**3,109,219**

CANADIAN TRUCK	Week Ended Sept. 22 1990	Week Ended Sept. 23 1989	Week Ended Sept. 15 1990	Sept to Date	Jan. 1 to Sept. 22 1990	Jan. 1 to Sept. 23 1989
Caravan	1,930	3,623	1,599	4,755	91,311	105,140
Caravan C/V	0	112	0	0	5,610	8,438
Ram Wagon	0	504	296	566	17,003	19,626
Ram Van	0	1,916	1,614	2,880	41,501	51,445
Total Dodge	**1,930**	**6,155**	**3,509**	**8,201**	**155,425**	**184,649**
Voyager	1,687	2,550	1,538	4,424	73,618	91,633
Total Plymouth	**1,687**	**2,550**	**1,538**	**4,424**	**73,618**	**91,633**
Wrangler	1,500	1,724	1,544	4,307	43,710	60,030
Total Jeep	**1,500**	**1,724**	**1,544**	**4,307**	**43,710**	**60,030**
CHRYSLER MOTORS	**5,117**	**10,429**	**6,591**	**16,932**	**272,753**	**336,312**
FORD MTR. (lt. trks.)	**0**	**2,880**	**2,748**	**5,143**	**100,502**	**114,681**
Light trucks	3,540	3,515	3,847	10,242	123,512	117,322
Vans	1,485	1,315	1,407	3,934	37,515	42,948
Total Chevrolet	**5,025**	**4,830**	**5,254**	**14,176**	**61,027**	**160,270**
Light trucks	1,340	1,544	964	3,246	46,680	51,752
Vans	465	528	459	1,262	15,163	20,490
Total GMC	**1,805**	**2,072**	**1,423**	**4,508**	**61,843**	**72,242**
GENERAL MOTORS	**6,830**	**6,902**	**6,677**	**18,684**	**222,870**	**232,512**
CAMI*	**650**	**0**	**650**	**1,950**	**20,150**	**0**
NAVISTAR	**0**	**202**	**148**	**292**	**6,859**	**8,418**
TOTAL TRKS. CANADA	**12,597**	**20,211**	**16,814**	**43,001**	**621,899**	**690,364**
U.S., CANADA TRKS.	**103,375**	**99,975**	**97,277**	**282,416**	**3,589,459**	**3,799,583**

*Estimated
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.